Re: San Leandro Unified School District Video Surveillance Upgrade
Attn: Rob Mangewala
Quote: 3416
April 5, 2018

SCOPE:

Walker Telecomm will provide and install Labor and Materials for the installation of new Cat 6 Cabling and Cameras (Cameras provided and configured by ASG) installations at the following school locations.

Installation includes raceway where needed to provide pathways for cabling. All cable will be routed as per existing cabling routes and methods. All cabling will be terminated tested and labeled. Cameras will be installed and aimed directionally per desired area view. As-built documentation will be provide and the completion of the project.

PHASE 1

San Leandro High School

- Replace (80) Indoor Cameras (Includes Cat 6 Cabling)
- Replace (1) Indoor Camera at elevator (Includes Cat 6 Cabling)
- Replace (58) Outdoor Camera (Includes Cat 6 Cabling)
- Install (27) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (1) Indoor Camera at elevator (Includes Cat 6 Cabling)
- Install (35) New Outdoor Camera Locations. (Includes Cat 6 Cabling)
- Install (18) New 4K Camera Locations. (Includes Cat 6 Cabling)
- Install (1) PTZ Camera or 4K (Includes Cat 6 Cabling)

Additional Camera Locations as requested 10/30/17

- (3) 2 for inside the server room and 1 for the theater lobby
- (14) 7 will need conduit and 5 at the pool on light poles
-

Total	$235,214.44

San Leandro High School Fred T. Korematsu Campus

- Replace (25) Indoor Cameras (Includes Cat 6 Cabling)
- Replace (9) Outdoor Camera (Includes Cat 6 Cabling)
- Install (2) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (1) Indoor Camera at elevator (Includes Cat 6 Cabling)
- Install (22) New Outdoor Camera Locations. (Includes Cat 6 Cabling)
- Install (2) New 4K Camera Locations. (Includes Cat 6 Cabling)

Additional Camera Locations as requested 10/30/17

- (2) More inside server room
- (3) More around lunch tables

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Total	$72,270.19

TOTAL PRICE FOR PHASE 1 .....$307,484.63

PHASE 2

James Madison

- Install (9) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (17) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Additional Camera Locations as requested 10/30/17

- (2) More inside server room
- (10) for additional coverage on around Willow Avenue

Total	$40,540.19

James Garfield

- Install (8) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (20) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Total	$27,663.93

James Muir Middle

- Install (15) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (27) New Outdoor Camera Locations. (Includes Cat 6 Cabling)
- Install (3) New 4K Camera Locations. (Includes Cat 6 Cabling)

Additional Camera Locations as requested 10/30/17

- (7) More for additional coverage on around Williams Street

Total	$53,500.39

Wilson

- Install (16) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (21) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Total	$36,555.91

Lincoln High

- Install (9) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Total	$8,891.98

Jefferson

- Install (9) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (19) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Additional Camera Locations as requested 10/30/17

- (2) More inside server room
- (4) Cameras to cover P19 & P20 cabling over 500 ft so will require POE Extenders
- (2) 4K to cover P19 cabling over 500 ft so will require POE Extenders

Total	$45,744.93

Bancroft Middle

- Install (17) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (20) New Outdoor Camera Locations. (Includes Cat 6 Cabling)
- Install (3) New 4K Camera Locations. (Includes Cat 6 Cabling)

Total	$39,519.90

Monroe

- Install (10) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (17) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Total	$26,675.93

McKinley

- Install (10) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (20) New Outdoor Camera Locations. (Includes Cat 6 Cabling)
- Install (1) New 4K Camera Locations. (Includes Cat 6 Cabling)

Total	$30,627.92

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Washington

- Install (5) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (18) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Additional Camera Locations as requested 10/30/17

- (1) Outdoor
- (2) 4K

Total	$30,627.92

Roosevelt

- Install (15) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (27) New Outdoor Camera Locations. (Includes Cat 6 Cabling)
- Install (3) New 4K Camera Locations. (Includes Cat 6 Cabling)

Additional Camera Locations as requested 10/30/17

- (5) Outdoor for additional coverage on Dowling Blvd

Total	$45,258.47

Student Services

- Install (2) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (5) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Total	$6,242.25

BLC

- Install (9) New Indoor Camera Locations (Includes Cat 6 Cabling)
- Install (6) New Outdoor Camera Locations. (Includes Cat 6 Cabling)

Additional camera locations added 2/21/18

- Add (4) outdoor cameras in front of the Admin building facing Juniper Street
- New Maintenance Yard/Warehouse location: Add (7) outdoor cameras

Total	$26,536.02

TOTAL PRICE FOR PHASE 2 .....$418,385.73

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PHASE 3
Burrell Field

- (9) Replacing existing Outdoor cameras (assumes existing cabling can be reused)

Total	$7,900.00

Adult School

- Install (19) New Outdoor Camera Locations. (Includes Cat 6 Cabling)
- Install (1) New Indoor Camera Locations. (Includes Cat 6 Cabling)
- Install (4) New 4K Camera Locations. (Includes Cat 6 Cabling)

Total	$31,098.63

PRICE SUMMARY. ……$764,868.72

10% Contingency for unforeseen conditions in cable pathways

PRICE ……...$76,486.87

GRAND TOTAL PRICE WITH CONTIGENCY $841,355.59

PAYMENT SCHDULE is based off progress percent complete at each site Based off Agreed upon Schedule of Value created before project begins.

Price includes taxes and shipping

Pricing assumes: Existing pathways are reusable to pull in new cabling, in area

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Price Exclusions

Structural engineering, special permits outside of network infrastructure installation, cable tray, vaults, duct work, trenching), conduit and electrical work. Active equipment provided by others. Fire Treated plywood, Grounding.

Customer Responsibilities

- Company reserves the right to assess additional change charges to the Customer for indirect expenses due to missed appointments. This includes the absence of an authorized Customer representative during on-site work. These may also include the associated standby time for Project Managers and Field Technicians, travel time/costs for return visit, and/or additional equipment shipping costs.
- All changes to this Statement of Work, whether requested by the Company or the Customer will be via the attached Change Request form.
- Any delays, Adds, Moves or Changes by customer could create additional charges and extended the Project Schedule

Walker Telecomm is an experienced IEBW contractor and has performed many like projects, we are confidant we will provide an above satisfactory Design Build Network Security upgrade for the SLUSD. **Reference Walker Telecomm CMAS Contract Number 3-18-70-2897J 04/03/18 through 9/15/2019**

CONTRACT AUTHORIZATION
By signing the below you are authorizing Walker Telecomm to begin design and purchasing materials to begin work.

I authorize the foregoing statement of work and direct the Company to immediately being the design and fulfillment thereof:

San Leandro School District	**Walker Telecomm**
Print Name:_____	Walker Telecom, Inc.
Signature:_____	_____ Angel McDonald President

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WALKER TELECOMM, INC.

LABOR AND MATERIAL SUMARY BASED OFF CMAS

Description	Manufacture	Part Number	QTY	Unit	Cost	Total
CAT-6, (PLENUM) CABLE	HITACHI CABLE	30183-8	300	FT.	$ 516.88	$ 155,064.00
CAT 6 KEYSTONE JACK	LEVITON	61110-RI6	735	EA.	$ 8.61	$ 6,328.35
PATCH CORD CAT 6	PANDUIT	UTPSP3VLY	1470	EA.	$ 10.63	$ 15,626.10
SURFACE RACEWAY TAPE	PANDUIT	LD5IW8-A	15000	EA.	$ 2.48	$ 37,200.00
DROP CEILING/END FITTING	PANDUIT	DCEFXIW-X	735	EA.	$ 7.52	$ 5,527.20
RIGHT ANGLE/END FITTING	PANDUIT	RAEFXIW-X	735	EA.	$ 1.49	$ 1,095.15
COUPLER FITTING	PANDUIT	CF3WH-E	1470	EA.	$ 1.49	$ 2,190.30
TEE FITTING	PANDUIT	TF3WH-E	376	EA.	$ 1.49	$ 560.24
SURFACE MOUNT BOX	LEVITON	41089-1IP	735	EA.	$ 2.26	$ 1,661.10

PER CAMERA UNIT SUMARY

ESTIMATED LABOR – $734.17
ESTIMATED MATERIALS - $306.46
TOTAL PER CAMERA - $1,040.63

LABOR BASED OFF CMAS SCHEUDLE

INSTALLATION SERVICE RATES (Per Hour)

LOCATION	MINIMUM CHARGE *	REGULAR HOURS PER HOUR **	AFTER HOURS PER HOUR **	SUNDAYS AND HOLIDAYS PER HOUR **
ORDERING ACTIVITY LOCATION	$360.00	$90.00	$135.00	$180.00

*MINIMUM CHARGES INCLUDE 4 FULL HOURS ON THE JOB.

**FRACTIONAL HOURS, AT THE END OF THE JOB, WILL BE PRORATED TO THE NEAREST QUARTER HOUR.

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WALKER TELECOMM, INC.

4. INSTALLATION AND TECHNICAL SERVICES

a. INSTALLATION. When the equipment provided under this contract is not normally self-installable, the Contractor's technical personnel shall be available to the ordering activity, at the ordering activity's location, to install the equipment and to train ordering activity personnel in the use and maintenance of the equipment. The charges, if any, for such services are listed below, or in the price schedule:

(1) REGULAR HOURS

The Regular Hours installation service rates listed herein shall entitle the ordering activity to installation service during the period of 8:00 am to 5:00 pm, Monday through Friday, exclusive of holidays observed at the ordering activity location. There shall be no additional charge for installation service which was requested during Regular Hours, but performed outside the Regular Hours defined above, at the convenience of the Contractor.

(2) AFTER HOURS

When the ordering activity requires that installation services be performed outside the Regular Hours defined above, except Sundays and Holidays observed at the ordering activity location, the After Hours installation service rates listed herein shall apply. The Regular Hours rate defined above shall apply when installation service is requested during Regular Hours, but performed After Hours at the convenience of the Contractor.

(3) SUNDAYS AND HOLIDAYS

When the ordering activity required that installation services be performed on Sundays and Holidays observed at the ordering activity location, the Sundays and Holidays installation service rates listed herein shall apply. When installation service is requested to be performed during Regular Hours and/or After Hours, but is performed at the convenience of the Contractor on Sundays or Holidays observed at the ordering activity locations, the Regular Hours and/or After Hours installation service rates, as applicable, shall apply.

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